

Our Business Model

Our Mission: Serving Society Through Science

Our business scope

Business Segments

Basic Chemistry Products

Pioneer in Basic Inorganic Chemicals representing Chlor-Alkali industry. Global market leadership in Soda Ash (#3) and Sodium Bicarbonate (#6).

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Specialty Products

Green Chemistry Focus - Fermentation platform based Prebiotics & Formulations; Silica for Green applications and a range of Agri inputs for farm productivity (through subsidiary Rallis India Ltd.)

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Focused customer segments

B2B – Flat Glass, Container Glass, Detergents, Construction, Agrochemicals, Animal Feed, Food & Pharmaceuticals

B2B – Food Processing, Animal Feed, Pharma, Automotive Tyre, Personal Care, Agrochemicals Companies

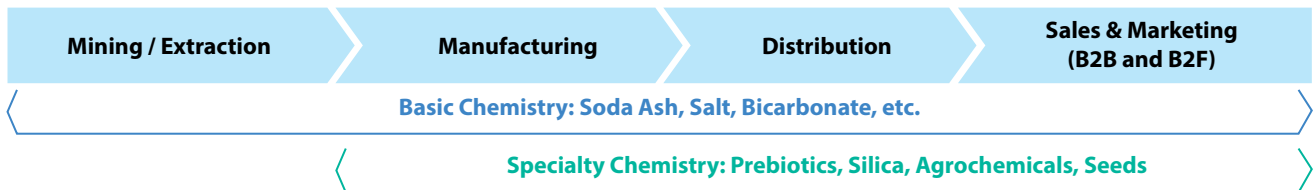
B2F – Farmers

Focused geographical footprint

We have 13 manufacturing facilities across 4 countries and marketing presence in 30 countries

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Value chain presence



- Upstream presence with access to natural resources (brine from captive salt works and trona ore from mining) ensuring long-term assurance

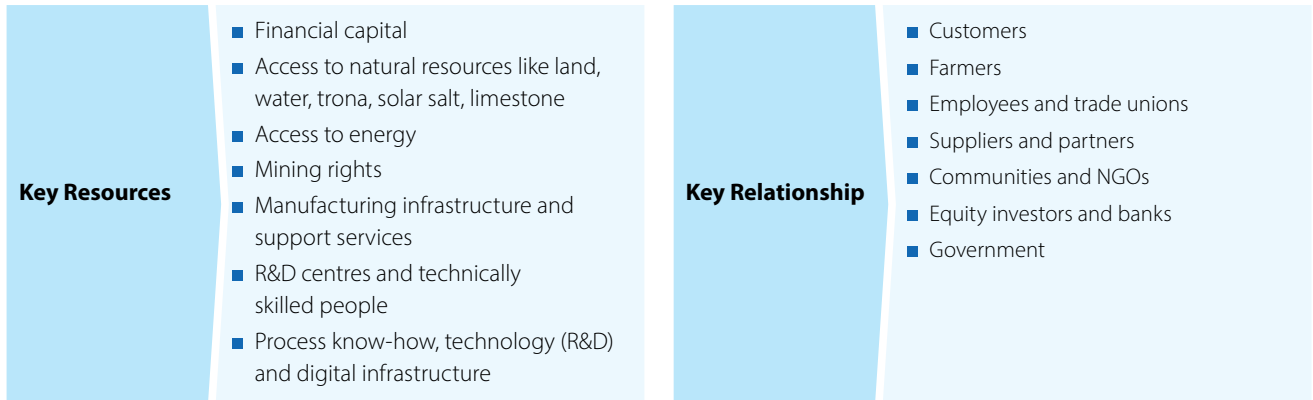
- Mithapur plant is one-of-its-kind globally having integrated manufacturing across Sodium derivatives
- Value chain extension into Specialty Silica manufacturing
- Natural Soda Ash production (in US and Kenya) has cost advantage over synthetic Soda Ash, and has lower energy usage and carbon intensity
- Rallis India is amongst India's leading manufacturers of Agrochemicals and Seeds

- Extensive and lean distribution network
- Multi-modal (sea / water, rail, road and air) transport capability providing last-mile connectivity

- B2B**
 - Dedicated product development team working in collaboration with large customers
- B2F (Rallis India)**
 - Complete range of farm solutions and value-added services (crop and weather advisory and farm mechanisation)
 - Presence in 80% of India's districts through 6,800 dealers and 93,000 retailers

Innovation based on Green chemistry principles drives our growth by creating distinct value for customers. We demonstrate high levels of commitment towards sustainability and empower communities that we serve.

Key resources and relationships on which we depend to create value



Building competitive edge with process excellence



Enablers



Values



Output

We produce a wide range of bulk and value-added products including Soda Ash, Sodium Bicarbonate, Salt, Specialty Silica, Prebiotics & Formulations, Crop Care (Rallis) and Seeds (Rallis). In FY 2021-22, 3,821 KT of Soda Ash, 224 KT of Sodium Bicarbonate and 1,630 KT of Salt was manufactured.

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Read more
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